Hydrogen Infrastructure Development: The Early Years

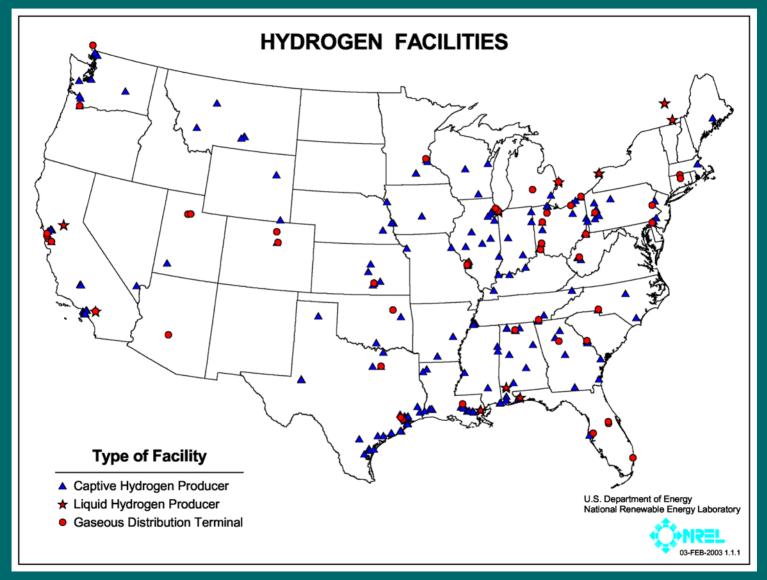
Karen Campbell Air Products and Chemicals, Inc.

The Early Years

- Demonstration and Pre-production Vehicles
- Primarily fleet users, particularly government
- Don't expect parity in cost or convenience for vehicles or fueling
- Many on-board vehicle fuel requirements
- Vehicles will not be restricted to a single geography



The Existing Infrastructure

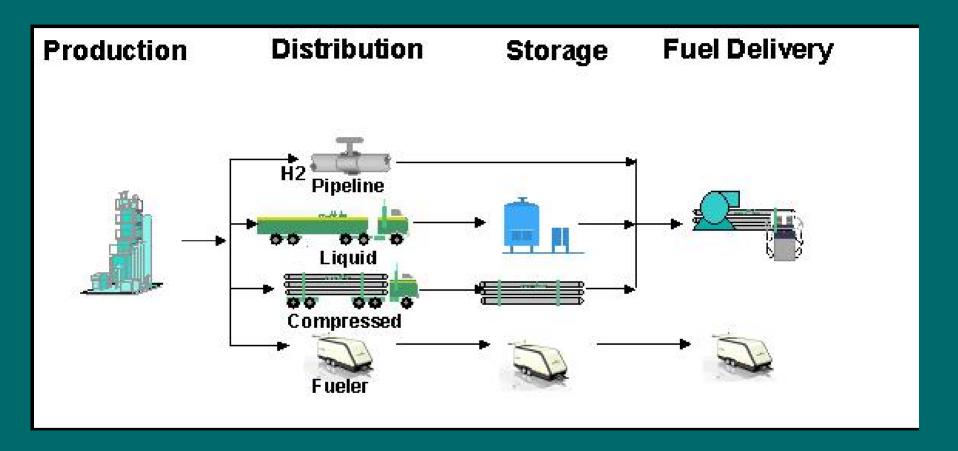


Early Adopter Needs

- Acceptance of the early adopters required
- Fleet operations require
 - Low operating and capital cost
 - High reliability
- Vehicle and fueling limitations will provide challenges
- Public fueling would provide reliability, extend vehicle flexibility, add public visibility
- On-site fueling will be desired by many fleets
- Most fleets have small numbers of alternative fueled vehicles <10



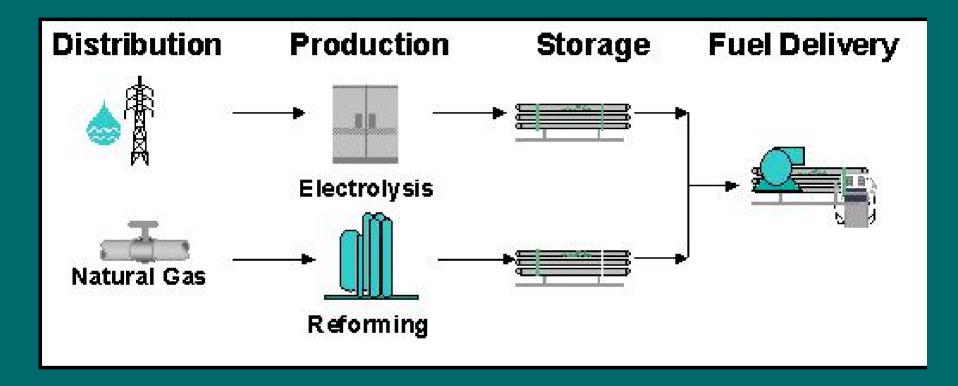
Central Production Pathways



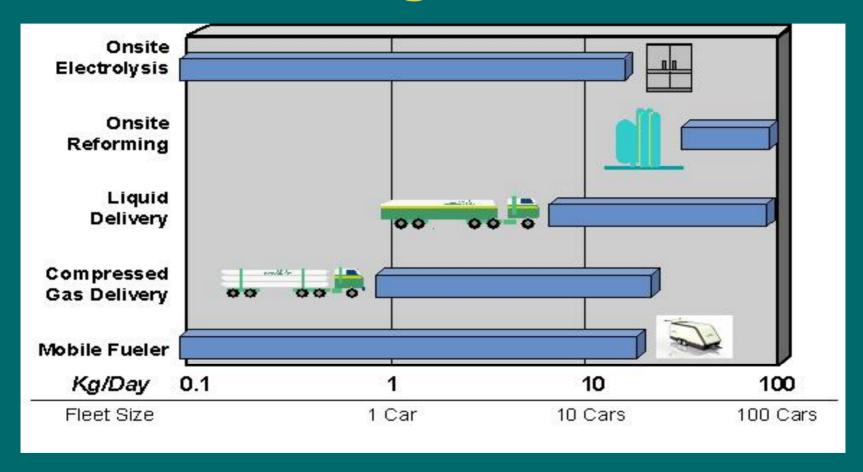
Hydrogen Fueler



Onsite Production Pathways

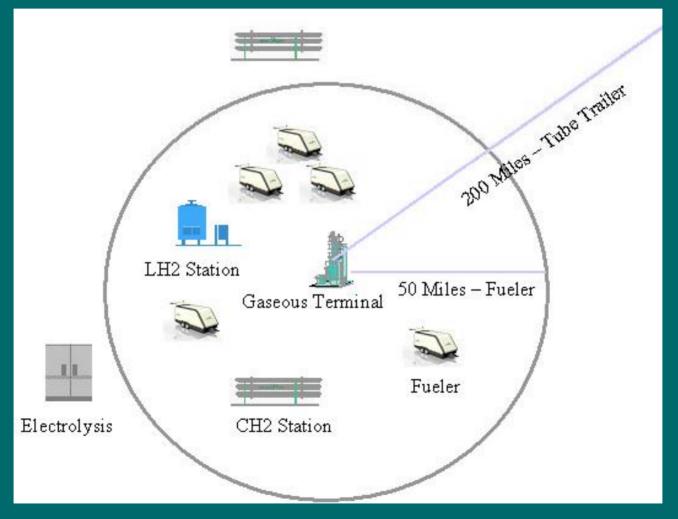


Guidelines for Pathways Based on Usage

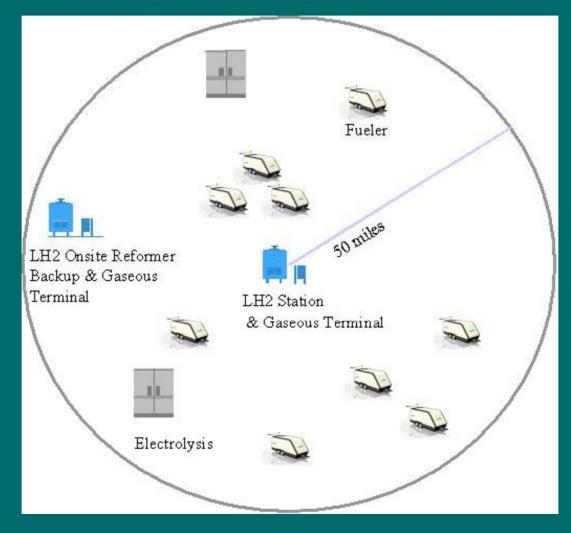




Deployment Near Local Infrastructure Scenario



Deployment Outside of Infrastructure Scenario



Conclusions

- The existing hydrogen infrastructure should be utilized for lowest cost where available.
- Reliability and operational needs of the early adopters must be met and should include on-site and retail fueling.
- We must continue to advance technology by testing and development of long-term fueling infrastructure concepts.

